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News And Information For Pick™ Operating System Users

Issue Number 2

May 1984

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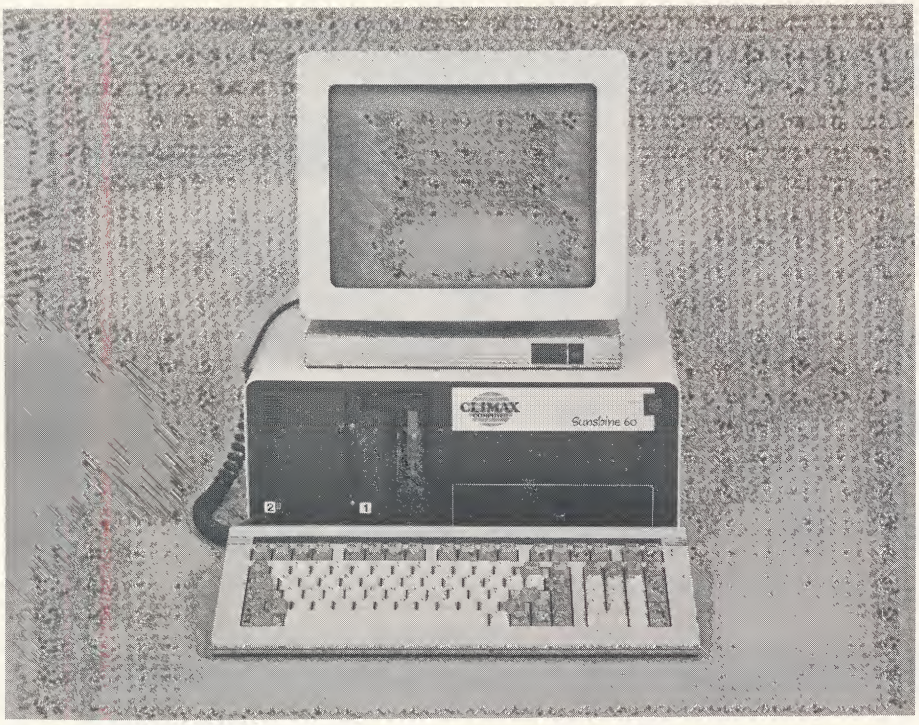

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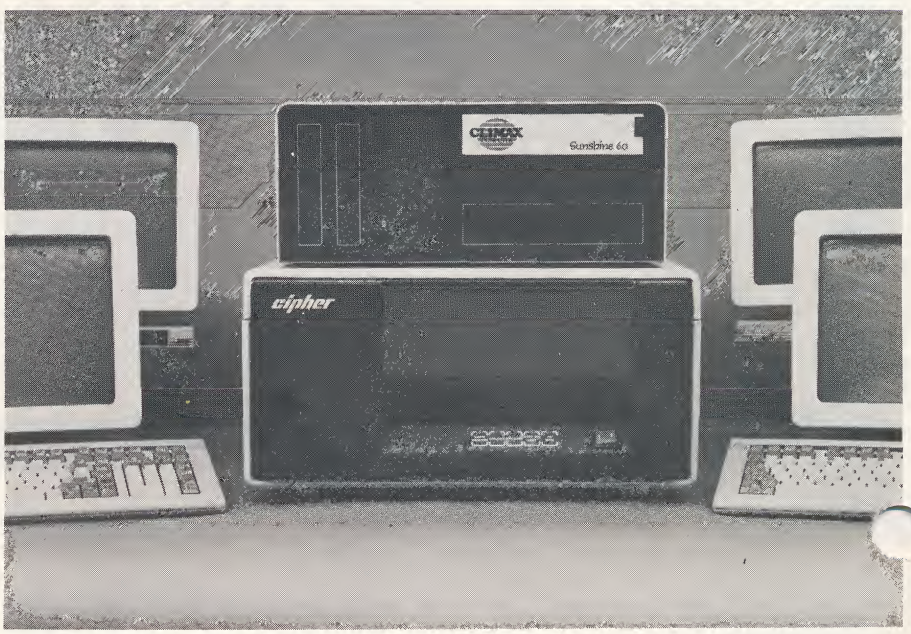

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Hardware Survey #2

Our first survey of minimum and maximum hardware configurations for Pick systems sold in the U.S. appeared in *Pragma #4*, in May of 1983. Recently, we asked all of the vendors surveyed last May to update last year's chart, and we also requested figures from a few new vendors who have introduced Pick products during the past year (and who weren't even on the original chart). The resulting table is shown on page 5.

When referring to the table, keep in mind that many vendors offer either tape or removable disk for the backup device. When there was a choice, vendors were instructed to choose the least expensive backup device for the minimum configuration and the one with the greatest capacity for the maximum configuration. Note that even when two systems use the same size backup media, there can still be a difference between systems because of density, speed or capacity.

For the purchase price, vendors were instructed to include hardware and standard software costs, including any applicable fees such as royalties. Vendors were told that the maximum configuration price was to include only the minimum number of printers, terminals, and tapes, if any, that must be purchased.

Again this year, Altos deferred to the TRW service organization for their monthly maintenance prices.

For the column showing the number of systems installed, vendors were asked for the total number of Pick-style systems

Pragma's PRODUCT PROFILES

Issue 2 • May, 1984

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installed at end user sites (not including dealers or beta sites) as of April 1, 1984.

Except for the number of systems installed, the figures returned by Ultimate, CDI and ATV are identical to last year's. (ATV didn't even make a change to the quantity installed.)

Many of the vendors listed do not actually manufacture systems. For example, Cosmos independently sells an unbundled Pick-style single-user operating system for the IBM hardware quoted in their row. Bantam buys their CPUs from Pertec, CDI sells IBM Series/1 hardware, SMI sells Pick on IBM 4300 and System 9000 hardware, Ultimate sells Honeywell machines, and so on. Readers should also understand that even though a vendor might market a particular hardware configuration, it cannot be assumed that every model or configuration or combination has been sold and delivered, or even engineered.

One final note: of all the figures presented, the quantity installed is probably the figure most subject to inaccuracy or rounding. Remember that the number of machines installed is generally larger than the number currently operating, since a variety of forms of attrition (such as converting to another brand of hardware) tend to constantly erode a vendor's installed customer base. □

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Altos	1 MB / 512 KB	84 MB / 19 MB	¼" Tape / ¼" Tape	10 + 0 / 6 + 0	21,975 / 10,490	TRW / TRW	N/A	Rita Law Altos Computer Inc 2641 Orchard Pkwy San Jose CA 95134
ATV	1 MB / 256 KB	1.6 GB / 33 MB	½" Tape / ½" Tape	64 + 4 / 16 + 1	325,050 / 39,950	4,209 / 499	450	Kathey Goss ATV/Evolution 2921 S Daimler Santa Ana CA 92711
Bantam	2 MB / 256 KB	560 MB / 10 MB	½" Tape / Floppy	49 + 0 / 4 + 0	134,730 / 11,400	1,460 / 141	30	Fred Gottlieb Bantam Computers Inc 6033 W Century Bl Los Angeles CA 90045
CDI	1 MB / 96 KB	2 GB / 14 MB	½" Tape / Floppy	64 + 4 / 4 + 1	101,360 / 41,980	491 / 189	110	Dennis Brown CDI 1309 114th SE Seattle WA 98004
Climax	4 MB / 256 KB	280 MB / 12 MB	½" Tape / Disk	32 + 2 / 4 + 0	49,000 / 9,995	490 / 99	20	Mike Sibley Climax Computer Corp 3605 W MacArthur Bl Santa Ana CA 92704
Cosmos	448 KB / 320 KB	10 MB / 320 KB	Floppy / Floppy	1 + 1 / 1 + 1	9,079 / 6,969	70 / 40	3,000	Roger Harpel Cosmos Inc 19530 Pacific Hwy S Seattle WA 98188
Datamedia	2 MB / 256 KB	160 MB / 19 MB	¼" Tape / ¼" Tape	27 + 1 / 7 + 1	52,155 / 17,980	550 / 230	175	Len Accardi Datamedia Corp 7401 Central Hwy Pennsauken NJ 08109
General Automation	1.5 MB / 128 KB	568 MB / 10 MB	½" Tape / Disk	50 + 0 / 5 + 0	97,300 / 9,300	750 / N/A	700	Gary Brenkman General Automation 1045 S E St Anaheim CA 92805
Microdata	4 MB / 64 KB	1 GB / 32 MB	½" Tape / ½" Tape	127 + 4 / 8 + 1	267,875 / 26,985	1,549 / 345	8,000	Linda Ellison Microdata Corp Box 19501 Irvine CA 92713
Pertec	2 MB / 256 KB	1 GB / 10 MB	½" Tape / Floppy	36 + 0 / 4 + 0	75,000 / 9,400	800 / 100	300	Sanford Thier Pertec Computer Corp 17112 Armstrong Ave Irvine CA 92714
Prime	16 MB / 512 KB	4.8 GB / 64 MB	Disk / ¼" Tape	128 + 8 / 8 + 1	408,500 / 46,900	2,086 / 432	1,650	Gil Rodrigues Prime Computer Inc Prime Park Natick MA 01760
SMI	12 MB / 128 KB	9 GB / 15 MB	½" Tape / ¼" Tape	No limit / 8 + 0	800,000 / 25,025	5,200 / 302	50	Judi Gennetti SMI 6300 N River Rd Rosemont IL 60018
Ultimate	2 MB / 128 KB	1 GB / 15 MB	½" Tape / ¼" Tape	No limit / 4 + 1	530,000 / 20,000	3,059 / 245	2,000	Bill Schmertz Ultimate Corp 77 Brant Ave Clark NJ 07066

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EASTCOMP II

But It's After April 15th...

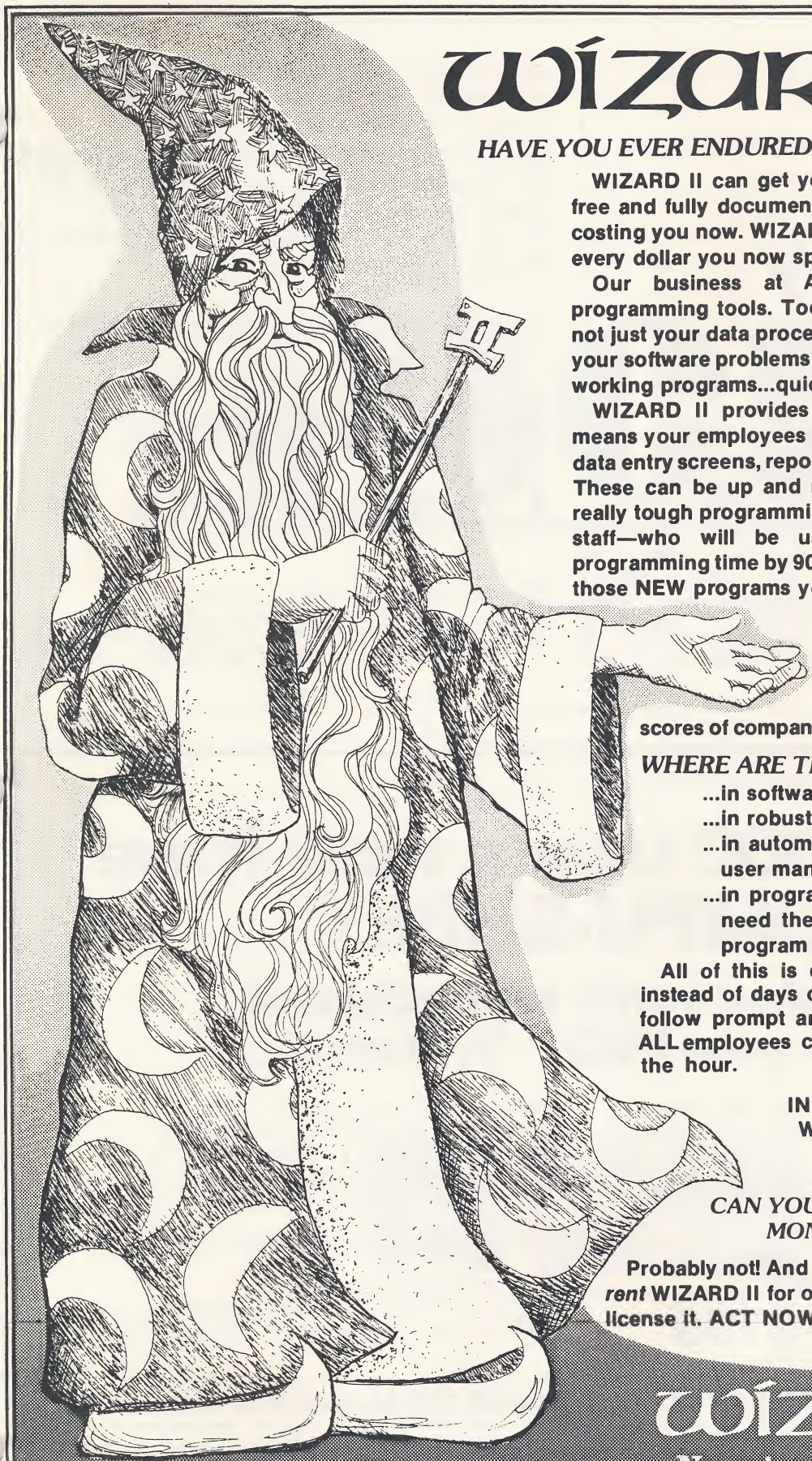
The first letter we received from Alaska last month came from Philip Granberry, a CPA and apparently one of the partners in the firm of Martin, Spink & Granberry, which currently uses a Microdata Reality and is in the process of searching for software dealing with the preparation of income tax. If you can recommend a package or have any information on income tax software for a Pick system, please contact Martin, Spink & Granberry at Box 654, Fairbanks, AK 99707. Their phone number is 907-452-4156. □

Info Center Available

The latest newsletter from the Colorado Pick Users included a one page flyer announcing The Information Center, the newest software product from The Software Group at Box 3082, Englewood, CO 80155 (telephone 303-790-1870).

The Information Center provides the ability to schedule appointments, send and receive mail from other users on the system, maintain individual phone lists, and use the terminal as a desktop calculator. The sample screen display depicted in the flyer showed the top half of the CRT dedicated to a three month calendar display while the bottom half displayed mail.

The package includes a user's manual and on-line help messages for all prompts. The program costs $195 plus $50 for tape or



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ScreenPlay Received

DigiCorp made a bit of a splash in the Pick market early this year as they introduced their new ScreenPlay package, an input processor and applications development tool.

Since then, DigiCorp has been actively offering free 30-day trials of their product. Shortly before this issue was scheduled to go to press, a copy arrived here for our evaluation. So far, we've only had a chance to skim through the documentation (which is nicely packaged). In a few more days, we'll be ready to sit down and start testing the software. Watch for our findings in a future issue of *Pragma's Product Profiles*. □

Next Month: Consultants

Our directory of consultants and companies who offer consulting services to Pick users is almost complete, and will

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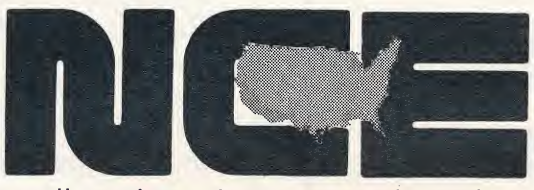

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be featured in the June issue of *Pragma's Product Profiles*. Last month's issue included a request asking consultants to contact us so that we could include them in the directory. By the end of April, over 25 companies and individuals had responded.

If you provide consulting services for Pick users, we still have time to include you in the directory, but please send us your business card immediately. Jot down any specialty (such as manufacturing systems or managing machine conversions) on the back of the card. ☐

User Groups

New England: NERU is the New England Reality Users group, an organization of Microdata users that has been in existence since 1979 and which currently has 45 individual and company members. The topic at this month's general meeting will be "System and Programming Efficiency". Other activities currently being planned include a special two-day seminar in October. Anyone interested in joining NERU should write Secretary Jeanne Comeau at Box 339, Cambridge, MA 02141.

Delaware Valley: The Delaware Valley Data Base Management Association currently has 44 members. Plans are being made for two full-day seminars during the coming year, one devoted to educational topics, the other a show of hardware and software products. Other Pick user groups are invited to get involved. The April meeting included a presentation by General Automation on their Zebra product, while Microdata is this month's scheduled speaker, and Pertec will be the guests in June. A videotape library of various seminars and lectures, including Pick's Open Architecture presentation, is

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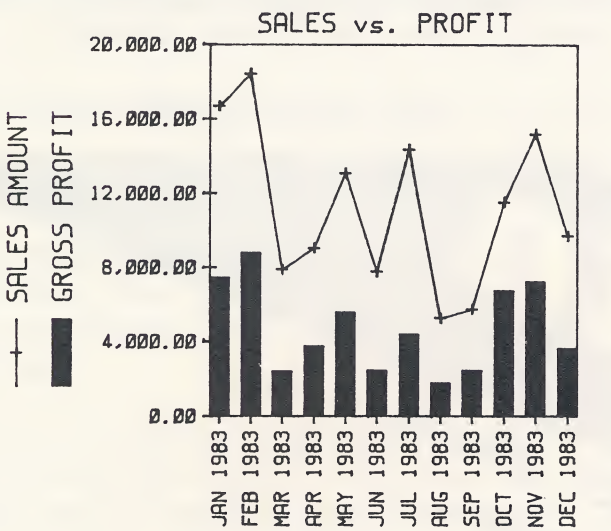

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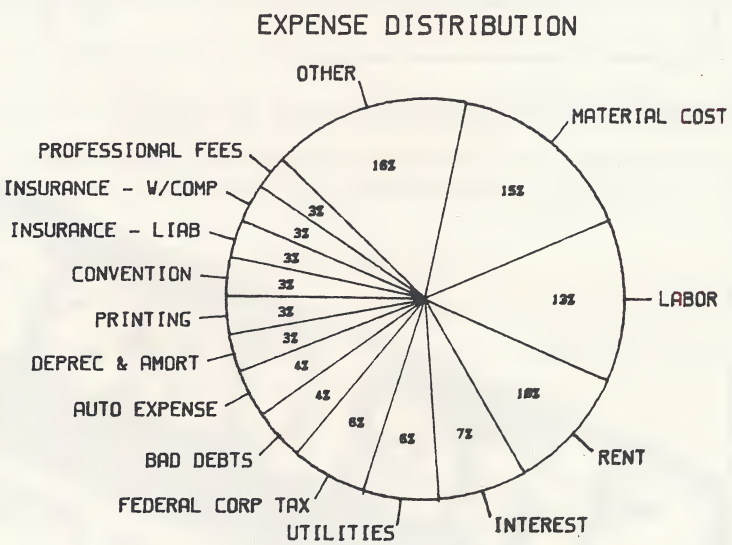

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currently being built. Users interested in joining this group should contact Vice-President Karl Carapellotti at Box 374, Ft. Washington, PA 19034.

Colorado: The Colorado Pick Users (CPU) course on Pick assembler and operating system internals, taught by Brian Justice, began on April 19th and is currently meeting one evening per week for nine weeks. The April general meeting featured a technical session by John Zagnoli on data communications, and included a tour of the machine room at Gathers Software in Denver, which houses four Primes, two Microdatas, two Mentors, an Ultimate, and an IBM 4361 running Pick. The next scheduled meetings are on May 15th and June 19th. Users interested in becoming CPU members should contact Secretary Bill Ehlert by calling 303-790-1870 or writing to Box 3154, Denver, CO 80201. ☐

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Pragma #3, February 1983: Is Pragma a Rare Medium, Well Done? • Edit Aides • A Proc for Cross-Referencing Q-Pointers • SYSMAP, A Cross-Reference System: Remaining File Input • Rainbow Natural Foods User Profile • More BASIC Benchmark Comparisons • Justifying Ragged Output • 13 Wish List Items • Generating Monthly Column Headings • VANILLA, The No-Frills Manufacturing System: Purchasing • 5 Queries • An Introduction to ENGLISH: More Commands • Shared Site Checklist • Converting Paint to Programs • 3 Letters • Generating Blank Forms • Animal, A Game that Learns • More New Subscribers.

Pragma #4, May 1983: Survey Says... • Pacific Valley Bank User Profile • SYSMAP, A Cross-Reference System: Dicts and Procs • Uncompiling: Unassembling Stack Code • Left vs. Right Justification Benchmarks • 4 Wish List Items • A Comparison of BASIC Implementations • More New Subscribers • An Undocumented Editor Capability • 3 Local User Group Reports • Avoiding Saved Lists with PQ-RESELECT • Self-Documenting Reports • A Query • A Survey of Hardware that Supports Pick-Style Software • Printer Trade-Offs • An Introduction to ENGLISH: Finding files • A Letter • VANILLA, The No-Frills Manufacturing System: Purchase Order Entry • The Swat! Game.

Pragma #5, August 1983: Happy Birthday! • Interactive Systems Producer Profile • Uncompiling: Regenerating Source Code • A Day of Revelation • IBM Personal Computer vs. Microdata(TM) Reality® Benchmarks • VANILLA, The No-Frills Manufacturing System: Receiving • 3 Wish List Items • An Introduction to ENGLISH: Being Choosy • Converting Manual Paint to Programs • 6 Local User Group Reports • More New Subscribers • A Program that Reports File Pointer Locations • Boiler Plate Processing with Runoff(TM) • A New Query and an Old Query Answered • SYSMAP, A Cross-Reference System: Automation • Tape Types • 6 Letters • Permuted Index to the First Four Issues of Pragma • Amazing, a Maze Game.

Pragma #6, November 1983: Pick Pie Pictured • The Ubiquitous POINTER-FILE • Uncompiling: Resolving Labels • An Introduction to ENGLISH: Syntax Overview • AcuSoft Producer Profile • Rounding Out 7 Benchmarks On 5 Machines • Designing Data Entry Programs • 12 Wish List Items • GET: An Input Processor • 5 Local User Group Reports • More New Subscribers • Do You Know Your Proc Limits? • VANILLA, The No-Frills Manufacturing System: Inspection • 2 Queries • Individual Accounts or Shared Accounts? • Lock Logic Illustrated • Password Protection • Two Undocumented Conversions • A Letter • How AMAZING Works.

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Four FaLCon Modules Out

Charles Gaches at Computer Graphics Data Systems has sent us a description of that company's newly released FaLCon software for the IBM PC running Revelation. (The name FaLCon is derived from Financial and Logistics Control.) The system consists of four separate modules, which can be purchased independently or as an integrated group.

The FaLCon I module provides accounts receivable and sales order entry functions, and includes features such as UPS shipping charges lookup based on ZIP codes entered, automatic description and price lookup from the product file, and shipping label printing and invoicing.

FaLCon II provides accounts payable functions including the ability to handle recurring payments automatically, as well as automatic check printing, analysis of purchasing trends, and cash flow analysis.

FaLCon III is the general ledger, with a budgeting and planning system that allows comparisons such as budgets vs. actuals and last year vs. this year.

FaLCon IV provides inventory control and includes material requirements planning.

All four modules became available for delivery on May 1st. Each individual module is $495, or the entire set of four can be purchased bundled with Revelation for $1,995. FaLCon I is required to run any of the other three modules. Interested users and dealers can write the vendor at 18162 Via Valencia, San Lorenzo, CA 94580 or call 415-481-8089. □

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